

04 JUL 12 P2:

STATE OF HAWAII
REQUEST FOR SOLE SOURCE

STATE PROCUREMENT OFFICE

TO: Chief Procurement Officer

FROM: Department of Accounting & General Services - Stadium Authority
(Department/Division/Agency)

Pursuant to §103D-306, HRS, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following:

Description of goods, services, or construction: Maintenance, cleaning, servicing, and providing standby service for the JumboTron display system at Aloha Stadium.

Name of Vendor: Sony Hawaii Company
Address: 960 Mapunapuna Street
Honolulu, Hawaii 96819-4480

Cost: \$167,440.00

Term of Contract: From: September 1, 2004 To: August 31, 2005

Prior Sole Source Reference No.:
95-9-R, 96-24-J, 97-16-R
98-23-J, 99-9-J, 00-6-R
01-4-R, 02-7-J, 03-3-RThe goods, services, or construction has the following unique features, characteristics, or capabilities:
Stadium scoreboard (JumboTron) has proprietary architecture. Special training is required to learn system circuitry, BETACAM, etc. Please refer to attached letter from Sony, installers of the JumboTron system for the stadium.

REQUEST FOR SOLE SOURCE (Cont.)

How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

Sony JumboTron is an integral portion of the stadium's scoreboard. Without the JumboTron, a major portion of the entertainment factor and marketability of the stadium as a venue would be lost. In addition, the Stadium Authority would not be able to meet its advertising contractual obligations. The stadium's advertising program generates approximately \$300,000 annually in advertising fees. Also dependent upon the JumboTron for advertising and sponsorship revenues are the licensees who utilize the stadium (e.g., UH, ILH, etc.).

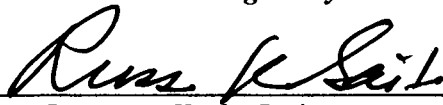
The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:

No other sources for the goods and services were investigated. As stated above, the architecture of the equipment and circuitry is proprietary and requires specific training from Sony (suppliers of the JumboTron and replacement parts). It should be noted that Sony had won the competitive bid for the original installation of the scoreboard.

Direct questions to: Deborah Ishihara

Phone: 486-9503

I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.

 7/9/04
Department Head or Designee Date

Title (If other than Department Head)

Chief Procurement Officer's comments:

Please ensure adherence to applicable administrative and statutory requirements.

Expenditure may be processed through a purchase order: Yes ☐ No ☒ If no, a contract must be executed and funds certified.

☒ APPROVED

☐ DISAPPROVED

 7/22/04
Chief Procurement Officer Date

SONY

Sony Electronics Inc., Sony Hawaii Company
960 Mapunapuna Street, Honolulu, Hawaii 96819-4480

Aloha Stadium Authority
99-500 Salt Lake Boulevard
Honolulu, Hawaii 96818

June 24, 2004

Attention: Edwin Hayashi

Dear Mr. Hayashi:

This letter refers to the Sony JumboTron in the Aloha Stadium, which Sony Hawaii Company ("Sony") furnished and installed in 1991. Sony has been inspecting, maintaining and providing stand-by services during events ever since the JumboTron was installed.

The JumboTron is a computerized 19 x 26 foot video screen that is unique to Sony. It is important that the JumboTron continue to be inspected and maintained on a regular basis by qualified Sony-trained technicians and engineers who have specific training in the JumboTron and related Sony equipment. In Hawaii, we believe that Sony is the only company with the capability of maintaining and servicing the JumboTron. Sony has a Service and Parts Center which is staffed by qualified Sony trained technicians and engineers, who are experienced in maintaining and repairing the JumboTron, and which either maintains an inventory of Sony parts or has direct access to Sony parts. Of special note is the fact that much of the technical information necessary to maintain and service the JumboTron is proprietary. It is recommended that the JumboTron be regularly inspected and maintained. We believe that the Authority has been quite satisfied with the work that we have been performing on the JumboTron and respectfully request that the Authority award the contract to Sony given the foregoing considerations.

Sincerely,

SONY HAWAII COMPANY
A Division of Sony Electronics Inc.

BY: 

Glen Niimoto
General Manager
Broadcast & Professional Group

STATE OF HAWAII NOTICE OF SOLE SOURCE

The Chief Procurement Officer is in the process of reviewing the request from the Department of Accounting and General Services—Stadium Authority for the sole source purchase of the following goods, services, or construction:

Maintenance, cleaning, servicing, and providing stand-by service for the Jumbotron display system at the Aloha Stadium.

Vendor: Sony Hawaii Company

Address: 960 Mapunapuna Street
Honolulu, Hawaii 96819-4480

Term of Contract:	From: September 1, 2004	To: August 31, 2005	Cost: \$167,440.00
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Direct any inquiries to:		
Department:	Accounting and General Services—Stadium Authority	Phone Number:
Contact Name/Title:	Deborah Ishihara	808-486-9503
Address:		Fax Number:

Date Notice Posted: July 15, 2004

A copy of this notice of sole source shall be posted by the Chief Procurement Officer and the purchasing agency in an area accessible to the public, at least seven (7) calendar days prior to any approval action.

Submit written objections to this notice to issue a sole source contract within seven (7) calendar days from the date this notice was posted to:

Chief Procurement Officer
Office/Agency State Procurement Office
Address 1151 Punchbowl Street, Room 416
Honolulu, Hawaii 96813